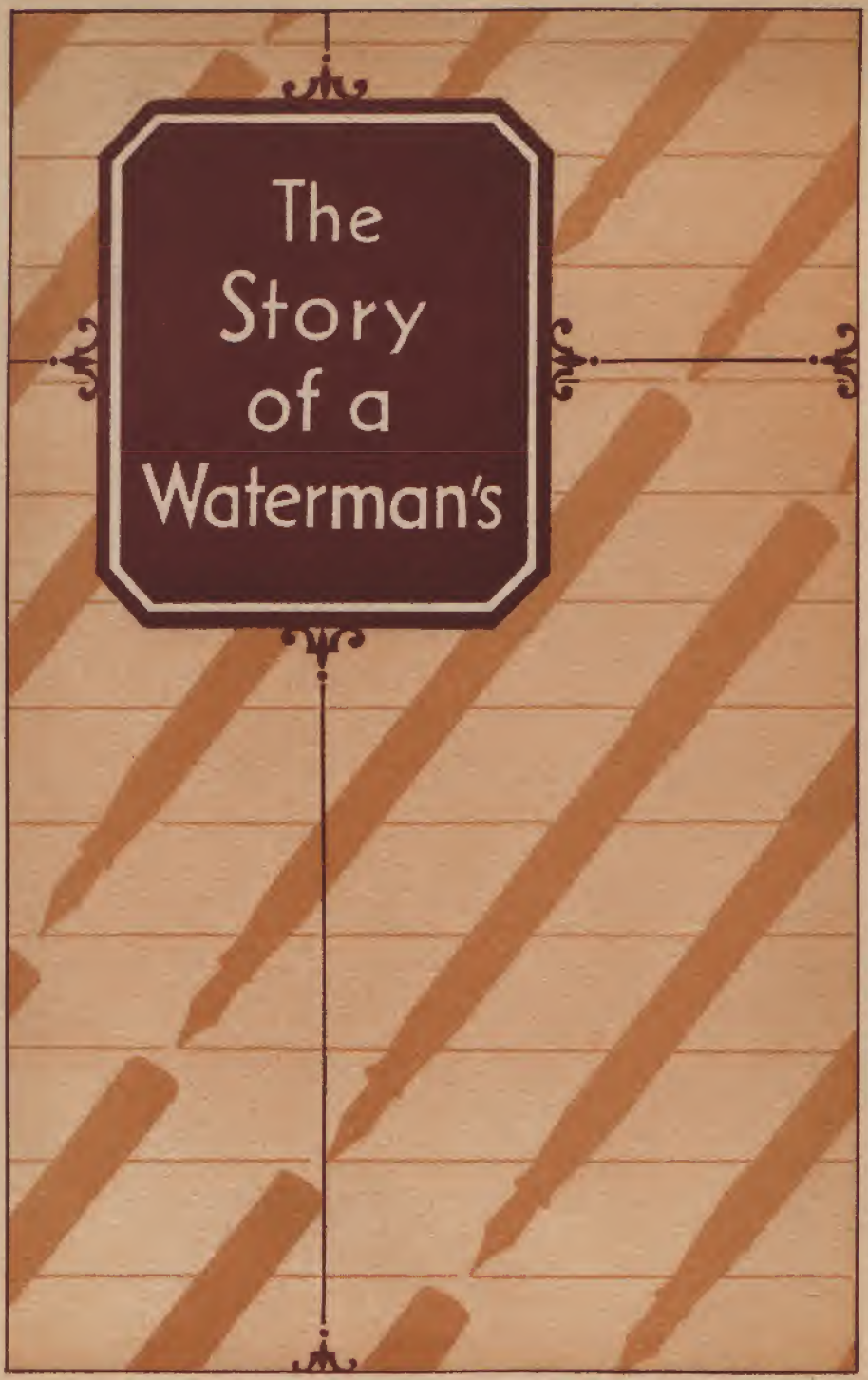

The
Story
of a
Waterman's

FOREWORD

WE BELIEVE that relatively few of the untold thousands of people throughout the world—who are being faithfully and efficiently served by Waterman's Fountain Pens—are aware of the many interesting steps necessary in the making of their favorite writing instrument.

Therefore, The Story of a Waterman's is offered to these friends and users of Waterman's Fountain Pens with the

Compliments of

L. E. Waterman Company

Home of the famous Waterman's Ideal Fountain Pen, Newark, N. J.

The Story of a Waterman's

Of all the arts and inventions with which man has enriched the world, none has proved as serviceable as the art of writing. It has enriched every step in human freedom. It is the power behind all human progress.

Since the first flint chip or bit of colored clay with which our caveman ancestors attempted to record important happenings of their day, man has constantly striven to better his writing instruments to the end that he might more readily record his thoughts.

The stylus was the first real approach to a pen. It was generally made of bone, metal or other hard substances and its sharp point was used to scratch a message on a metal tablet coated with wax or to incise a message on a soft clay tablet or cylinder which was afterwards hardened.

A stylus of the Roman period.

The reed pen made its appearance when papyrus came into use and then parchment. Simultaneously with the introduction of papyrus a writing fluid—somewhat similar to our present day ink—was developed.

A reed pen—still used in some parts of the Orient.

Following the reed pen some ingenious person contrived a pen whittled from the quill of a goose or swan feather. For many years the quill was in general use—its vogue extending down to the time of our great grandfathers.

The goose-quill pen used by our grandfathers.

However, quills soon wore down, necessitating frequent sharpenings, and, because of this weakness attempts were constantly being made to provide a longer-lasting metal nib—the first successful one being the flexible steel nib introduced by Gillott in 1820.

An early French type of "fountain pen."

The steel pen served a most useful purpose, but there was a widespread demand for a still more convenient writing instrument—one that would carry its own supply of ink and feed this ink automatically to the point as needed. Hundreds of these so-called "fountain pens" were brought out but all of them were failures. Their ink supply either flooded the point or refused to flow at all.

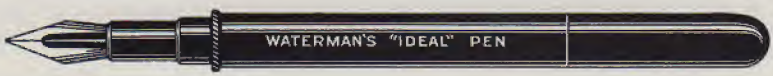
It remained for Lewis Edson Waterman of New York City to construct, in 1883, for his own use, the world's first practical fountain pen.

The First Practical Fountain Pen is Born

Mr. Waterman, during his residence in New York City, in the early 80's, was engaged in writing life insurance. He was a most active solicitor—one who believed in "hitting the iron while it was hot" and, as applied to life insurance, signing his prospects up when and where he found them. And in order that this might be accomplished with the greatest expediency, it was Mr. Waterman's practice to carry around with him an ordinary dip pen—and in his vest pocket a small vial or pill bottle of ink into which he dipped his pen as needed. This novel plan worked famously for quite a while—many applications for life insurance being signed with the ever-ready pen and ink.

However, there came a day after repeated canvasses, when a particularly large policy was ready to be closed. The prospect—a contractor—was located at the site of a large building operation. The application was filled out by Mr. Waterman. All that remained for the prospect to do was to sign his name. But the pen that had served so well on many occasions, failed to function, and then to Mr. Waterman's chagrin it dripped ink all over the lower half of the insurance application. The policy would have to be written over—only it was not!—because a rival insurance man in the meantime signed up the contractor.

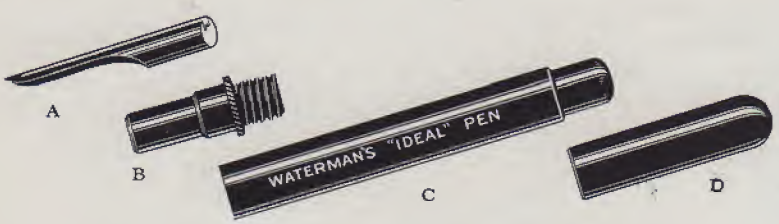
Thoroughly disgusted with the behavior of the pen which had cost him a policy and a large commission, Mr. Waterman determined to contrive a pen that would safely carry its own supply of ink and would automatically and dependably feed it to the pen point as needed.



The first practical fountain pen—showing the original "Spoon Feed."

So it was in the year 1883 that L. E. Waterman devised the first fountain pen—the immediate ancestor of the present day Waterman's Fountain Pen. The first fountain pen consisted of five parts—a hollow barrel to hold the ink supply—a "neck" or grip section which was threaded to the upper barrel or holder—a gold pen point, iridium tipped —a cap to place over and protect the point when the pen was carried in a pocket—and what made the pen a successful, practical fountain pen—a unique feed that delivered the ink in a constantly controlled flow to the tip of the pen point until the last minute drop was used up. This three-fissure feed—which utilized the principle of capillary attraction—solved the problem that had always balked previous fountain pen makers. In fact, the original ink feed devised by Mr. Waterman in 1883 worked so perfectly that very little change has since been made in it.

This first Waterman's Fountain Pen created by Mr. Waterman for his own use seemed to meet so perfectly the wide-spread demand for a practical pen that carried its own ink supply that he followed out the advice of his friends and business associates and forsook his life insurance business to manufacture and sell his fountain pen. And thus was established the fountain pen industry.



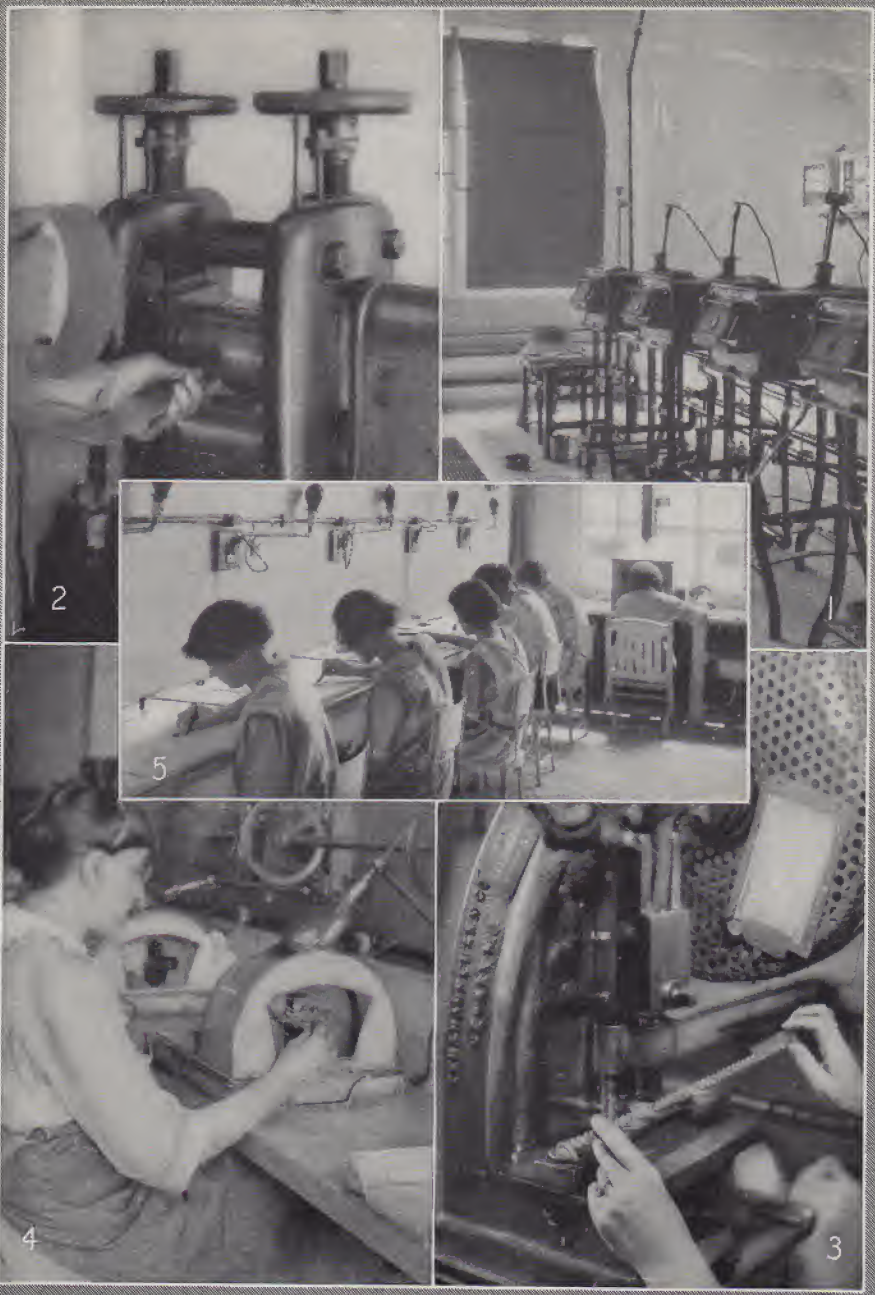
Various parts of L. E. Waterman's first fountain pen.
(A) ink feed. (B) "neck" or grip section. (C) barrel or holder. (D) cap.

Mr. Waterman's first "factory" was a kitchen table in the back of a little cigar store at the corner of Fulton and Nassau Streets, New York City.

Then he was making two hundred pens in a year—all by hand. To the purchaser of each pen he presented a written, personally signed guarantee against any and all defects in the pen.

Today, tens of thousands of dealers throughout the civilized world are selling Waterman's Ideal Fountain Pens. The word "Waterman's" has come to be universally known as the name of a perfect writing instrument.

While untold thousands of people are daily users of Waterman's Fountain Pens, relatively few of them know the story that lies behind the gathering of the various raw materials from the far corners of the earth—and the refinements of these materials at their source and in our factory before they can be used in making a Waterman's. Neither does



1—Gold melting and annealing furnaces.
2—Rolling gold to proper thinness before blanking for gold pen.
3—Showing strip of gold after blanking out gold pen.
4—Burring pen before tipping with iridium. 5—Grading and selecting iridium.

the average Waterman's user realize the many hand operations of skilled artisans and the uncannily correct workings of unique special machines in fashioning and then assembling the various parts that make the modern Waterman's Fountain Pen.

As the gold pen point is the most important part of a Waterman's, it claims our first attention.

The Making of a Waterman's Gold Pen Point

The raw gold may have originated in one of many places—California, Colorado, Alaska, Australia, South America or Africa—in the form of nuggets or golden specks of free gold—or refined by the magic of chemistry from ore. It comes to us in the form of bricks of pure gold, 24 karats fine, from the U. S. Government Assay Office where the raw gold is refined after it comes from the mines. For its convenient use in the minting of money, for use in the arts and for manufacturing articles of commerce, the 24 karat gold is molded into small bricks of approximately 25 ounces, each worth about $520.00.

However, pure gold will not make a perfect pen point because it is too soft. To make a perfect point—one of proper temper, strength and endurance—gold must be used that is only 14 karats fine. So these 24 karat gold bricks (which we have received from the Assay Office) are taken to the melting room and put into a crucible with silver and copper —the proportions being 14 parts pure 24 karat gold, 4 parts of pure silver and 6 parts copper. The loaded crucible is put into the melting furnace where, at a temperature of 1,900 degrees, the molten metal mixes and becomes 14 karat gold. This 14 karat molten gold is then poured into molds where it cools into ingots 2 inches wide, 7 inches long and ¼ inch thick.

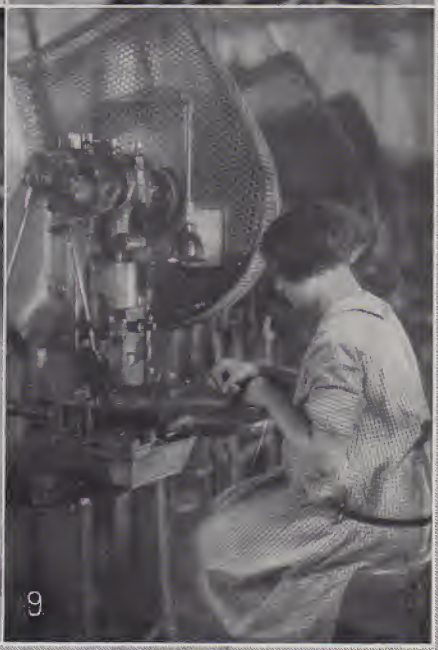
These ingots are then partially heated in an annealing furnace which, by removing brittleness, renders the ingots soft enough to be rolled.

This annealed gold is rolled and re-rolled under heavy pressure until the original ingot of 14 karat gold has been pressed into a strip 2 inches wide, 48 inches long and to the thinness of 22/1000 of an inch. These ribbons of gold are cut into convenient lengths and put into machines which automatically punch out small blanks shaped somewhat like a flattened pen point but about half as long and slightly wider than the finished pen point eventually will be.

They are next taken to a machine where the points are "burred" or recessed to accept the bit of iridium which is soon to be permanently fused to them.

The Indispensable Iridium

The 24 karat gold in its evolution to 14 karat gold has attained an added hardness but even 14 karat gold would soon wear out with the



6—Placing iridium points on gold pen blank.
7—Sweating or fusing iridium point on gold pen blank.
8—Rolling pen blank to proper length on automatic roll.
9—Trimming gold pen to exact size and shape.

endless friction against hard finished writing paper surfaces. The pen point—for the long and perfect service that you expect from a Waterman's—must be tipped with a hard, yet smooth, metal. And for this purpose nothing has ever been discovered that will take the place of iridium—an extremely rare and valuable silver-white element found in tiny grains and in only three places in the world—Japan, Tasmania and in the Ural Mountains of Russia. Iridium is ideal for a pen point tip because it is one of the hardest known metals and is almost impervious to wear.

Iridium is received by us in variously sized granules—some of which must be broken to smaller sizes before they can be used. These particles are then carefully separated and classified into sizes suitable for the various pen points to which they are to be fused. Let us follow these classified iridium particles to work benches in an outer, sunlit room where each particle is to meet the particular gold pen point for which it is best suited.

Every operator has before her a number of granules of iridium and an equal number of golden blanks with recessed points laid side by side on a tray. With a camel's hair brush she applies a fluxing fluid to the burred point of each blank.

Then, using tiny tweezers and with the aid of a magnifying glass, the proper size and shaped bit of iridium is selected and laid upon the fluid. Great care must be exercised so that the granule of iridium is correctly placed.

The filled trays are then passed to another operator who, with a blow torch, completes the permanent fusing of the gold and its iridium tip.

Next follows another step towards the finished shape of the gold nib.

The blanks are fitted into a machine which rolls the entire blank (except its iridium tip) to the desired thinness after which they go to a trimming machine where they are stamped out to size.

The gold nibs—still flat, but of the proper length, width and thinness—are now fed into an ingeniously constructed machine that not only punches the vent hole but also stamps into the gold the Waterman trademark.

These flat gold points are now passed to other operators at forming machines where they are pressed into the familiar curved nibs—and at last they look like the finished article. But an important operation must be gone through before they will write.

So let us follow the points through the next step in their making.

Operators sit before small paper-thin carborundum discs revolving at the tremendous speed of 10,000 revolutions per minute. These discs are so fragile that a slight tap would break them into small bits. Yet, this fragile disc is used to slice through iridium (the hardest metal known) and gold of a pen nib! The nib is placed in a holder that firmly

10—Piercing vent and stamping name on gold pen—dial feed press.
11—General view of gold pen slitting department.
12—Curving gold pen on forming press.
13—Cutting slit in gold pen. 14—General view of gold pen grinders.

grasps it. It is lowered so as to press the tip of the nib against the revolving disc—and the nib is cleanly slit up through the exactly true center from the iridium tip to the vent hole.

The point will now write as the slit allows the ink to flow down to the tip. However, it will not write smoothly and now follows what is the most important operation in the making of the perfect writing Waterman's pen point.

The slit pen point must be "ground." That is, it must be properly shaped—the halves made by the slit must touch the paper precisely the same way—there must be perfect symmetry. The pen grinder upon whose final work depends the writing perfection of each pen point must be an artist—born of years of experience. In the Waterman's factories are scores of these veteran operators who have won their diplomas as experts in this most important work.

Placing the pen point in a grinding holder the operator deftly applies it to a revolving copper wheel upon which powdered emery and oil are used to give it a grinding surface. Because this grinding operation is so delicate and the work must be so accurately done, the operator constantly observes his work through high-powered magnifying glasses until the final touch in the grinding has been completed to the full satisfaction of the critical operator. The pen point is now in condition for perfect writing—but, to add to its beauty it must be polished and this is accomplished, inside and out, on buffers. After which polishing, the points are classified into sizes, placed in envelopes and sent to the assembling department where they will be placed in holders to begin their long life of perfect writing service in many parts of the world.

One of the interesting features connected with the making of a Waterman's pen point is the method of guarding against waste of the valuable materials that go into a pen point.

Guarding against Waste of Precious Metals

As you may well imagine, many ounces of gold and iridium start on their journey through the Waterman factory each month. However, only a part of these materials find their way into finished pen points.

There are over eighty separate and distinct operations in the manufacture of a gold pen point alone, and each operation takes its "toll" of gold or iridium. Of course, much of the gold is easily collected in the form of "scraps"—melted and started on its way again.

But, much gold—unless ingeniously recovered—would be forever lost. Tiny specks of gold—so small as to be invisible—fly off from the rolls—from the presses—from cutting and burnishing wheels. These specks are in the air. They attach themselves to the hands and faces of operators. They get on their clothes. They find their way into the oil and waste. They fall to the floor.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15—Grinding gold pen—finishing point.
16—Polishing both sides of gold pen.
17—Men washing up at special troughs.
18—Burning old overalls to recover precious metals.

It would seem an impossible job to recover these invisible but highly valuable particles, but the problem has been solved.

All workers in the gold department use specially designed troughs in which to wash up—and every gallon of waste water that flows from these troughs is filtered before it passes to the city sewer. These filters yield rich "pay dirt." Garments worn at work are washed and the wash water is filtered for its particles of valuable metals.

In fact, every rag, scrap of paper, bit of cotton waste, and the sweepings from the floor are collected and burnt in reclaiming ovens where every fleck of gold and iridium is recovered.

As a result of this diligence, an average of $8,000 worth of precious metal is recovered each month—almost $100,000 a year—in the Newark plant alone.

If these particles of gold and iridium were not recovered, it would add considerably to the cost of making a fountain pen and its subsequent selling cost.

Having seen the gold pen made, let us now visit another department where Waterman's pen holders are fabricated.

Making Barrels and Caps

Most of the Waterman's pen and pencil barrels are made of pyroxylin plastic—a cellulose product which has its origin in the linters or tiny fibres removed from cotton seeds after the longer fibres have been "ginned" off. Various chemical processes—employing acids, alcohol, camphor and dyestuffs—transform these linters into the long solid rods of variously colored pyroxylin plastic received in our factory.

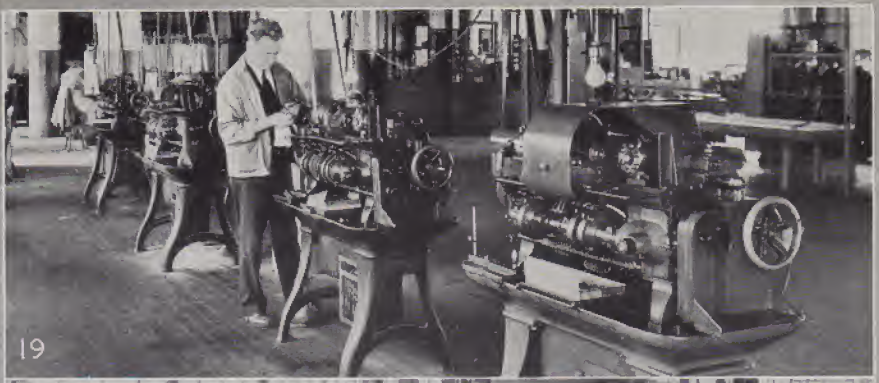
These four or five foot rods are first cut to the proper length for barrels and caps—slightly oversize to allow for finishing the ends and shrinkage of the material. Like all the operations in this department, this step is done automatically.

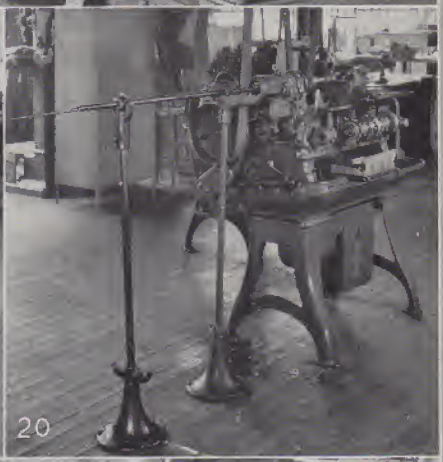
The barrels must then be drilled out to receive the ink reservoir, and the caps to fit over the nibs. Next they are placed in an automatic grinder where delicately adjusted wheels shape the outside to a predetermined style.

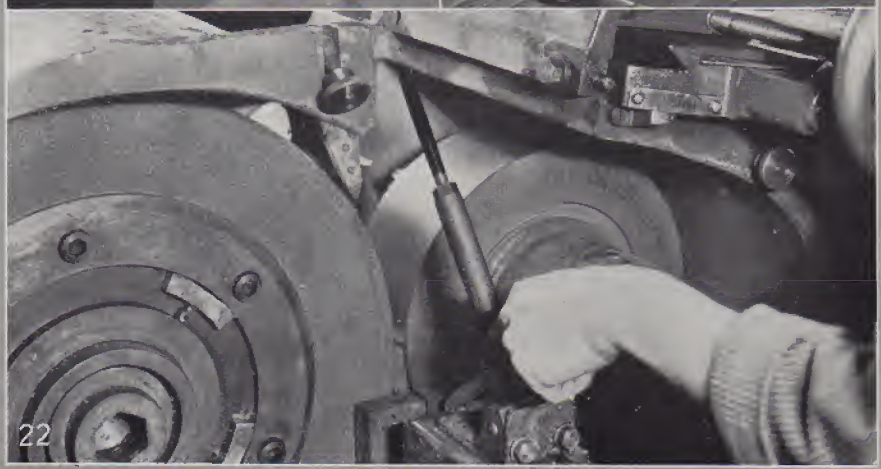
Having been cut both inside and out, it is necessary to allow these pieces to dry out or season. For this purpose, electrically heated cabinets are used to speed up the seasoning time.

The automatic machines can then again take up their work. Each machine performs three or four successive operations on a single barrel or cap—reaming, threading and grooving for metal bands.

A final short seasoning prepares the caps for polishing to bring out their lustre. The barrels must first be slotted to receive the filling lever. A series of ingenious little machines cut an opening in the side of the







19—General view of holder department.
20—Automatic machine cutting pyroxylin rods to proper length.
21—A group of seasoning cabinets.
22—Grinder for shaping outside of barrels and caps.

barrel—four separate operations being necessary to complete the little trough. Polishing then gives a finished holder.

The cap and barrel parts being finished, let us see what is being done on the grip or point section that will hold the gold pen point and the all-important Spoon Feed.

For fabricating these important parts of a fountain pen nothing can take the place of hard rubber which is stainless and neither affects or is affected by ink.

The Important Use of Rubber

Rubber is the sap of the Hevea tree—a native of South America, but since introduced for cultivation in various parts of the world. The sap is caught in small pails hung immediately under incisions through the bark of the tree and collected—generally by natives.

After a collection of the filled pails the native dips a paddle into the pail—collects some of the liquid and holds it in the smoke arising from a fire until the sap has been cured or coagulated. He dips his paddle time and time again—repeating the curing process at each dipping until he has gathered a "biscuit" or elongated ball of rubber on his paddle. He then cuts this ball down the middle to free it from the paddle and these half biscuits of crude rubber eventually find their way to the factory.

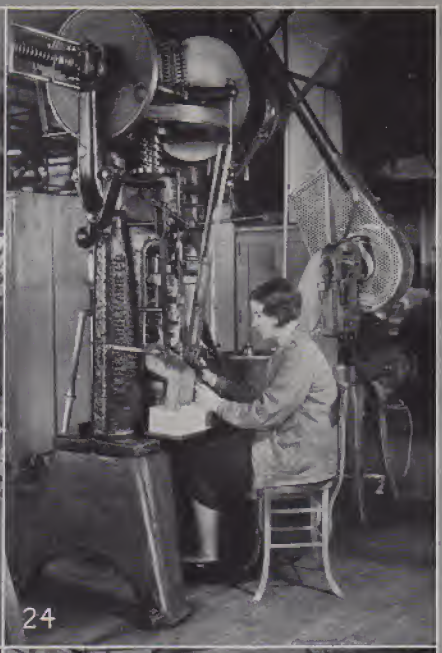
Naturally, the rubber biscuit has collected many impurities and foreign substances between the time it leaves the tree as sap and arrives at our factory in biscuit form. To free this crude rubber from its impurities it goes to a machine that tears it to bits, after which it is thoroughly washed.

This cleaned rubber gum is then rolled into sheets and while it is in a plastic state sulphur is added and the mass is rolled and re-rolled on a machine which thoroughly mixes and kneads the rubber "dough" much as the housewife kneads and rolls her biscuit dough. The plastic rubber is then squeezed through forming apertures into hollow tubes—or left as solid rods.

These are vulcanized by heat into hard rubber, after which the automatic machines ream, cut and shape the point or grip sections to their final form. Each piece receives the several operations before being cut off from the hard rubber tube as a finished part except for polishing.

And next comes the making of the famous "Spoon Feed"—the little part whose unique, three-fissure feed, utilizing the principle of capillary attraction, made the fountain pen a practical writing instrument.

A group of solid rubber rods, cut to the proper length, are fitted in a special holder and fed into a series of machines which cut the square main trough of the feed, shape the ends, and incise the three parallel fissures in the trough. This last is an operation of great importance since these fissures must be cut absolutely clean and straight and to an



23—General view of metal department.
24—Large press for stamping out clips.
25—Racking metal parts for plating.
26—The plating baths.

exact depth—for upon their proper functioning depends the control of the ink flow to the tip of the pen point.

We have observed the many intricate steps in the making of gold pen points—the fabrication of pyroxylin plastic rods into holders and caps—and the evolution of crude rubber into grip sections and Spoon Feeds.

By this time all the parts of the Waterman's have been completed except the device which draws in and expels ink from the ink reservoir—the convenient clip which secures the pen in our pocket and also prevents it from rolling off a desk or other flat surface—and the metal band which not only serves as an ornament but also as a protection to the clip of the cap.

So let us visit the metal department.

Fabricating the Metal Mountings

We see a machine into which small flat pieces of metal are fed and which come out to us formed into metal boxes shaped to fit the slit in the side of the barrel. We are told that in its passage through the machine each piece of metal undergoes sixteen separate and distinct operations to transform it into the little metal crate that is to house the filling lever.

Nearby, other operators are busily pressing out—from other flat pieces of metal—the lever for the filling device box. As the finished pieces are gathered up they are passed to another group of operators where the lever is permanently affixed to the filling device box by a wire fed through a machine. This machine not only guides the wire into its proper place but brads the ends so that they will remain permanently in place.

Batteries of specially designed presses—manned by girls—are being fed strips of metal—the kind of metal and width of strip depending upon the type of clip being fabricated. Some of the clips are pressed out in one operation while others require two or more operations and as many presses before the finished clip or clasp is formed.

In another part of this department is a small machine neatly slicing rings from a piece of metal tubing. It can be regulated to cut to any width and any design. These rings will be placed on caps as ornamental, protective bands—a feature of every modern Waterman's pen.

These metal parts are taken to the Plating Department where definite finishes or lustres are given them. For chromium plating, the parts are placed in rows on a rack. The filled racks are then put through electrolytic and acid baths where the parts acquire the desired plating.

Our next visit is to the assembling department.

27—Fitting nibs and feeds. 28—"Heater boxes" for molding feeds to nibs.
29—General view of assembling department.
30—Final inspection of the completed pen.
31—Smoothing pen point during final inspection.

Parts are Assembled into Finished Pens

Here we see the various parts of a Waterman's Fountain Pen that we have observed in their making. In orderly rows all about us are 14 karat gold pen points—pyroxylin plastic barrels and caps—hard rubber grip sections and spoon feeds—filling devices, clips and ornamental bands of various metal finishes and designs.

Each part has been most carefully inspected before it is allowed to leave its original department. All are perfect and are ready to occupy their respective places on a Waterman's and join hands in the inseparable tie of efficiency.

We observe rows of girls slipping filling devices in place on the barrels, and attaching inside the barrel a flat pressure bar to the end of the filling device lever. When the lever is raised the pressure bar deflates the ink sac. Lowering the lever allows sac to expand and draw in its ink supply.

Other operators are cementing rubber sacs to hard rubber grip sections and then slipping them in the barrels under the pressure bar —the grip section fitting snugly into the barrel.

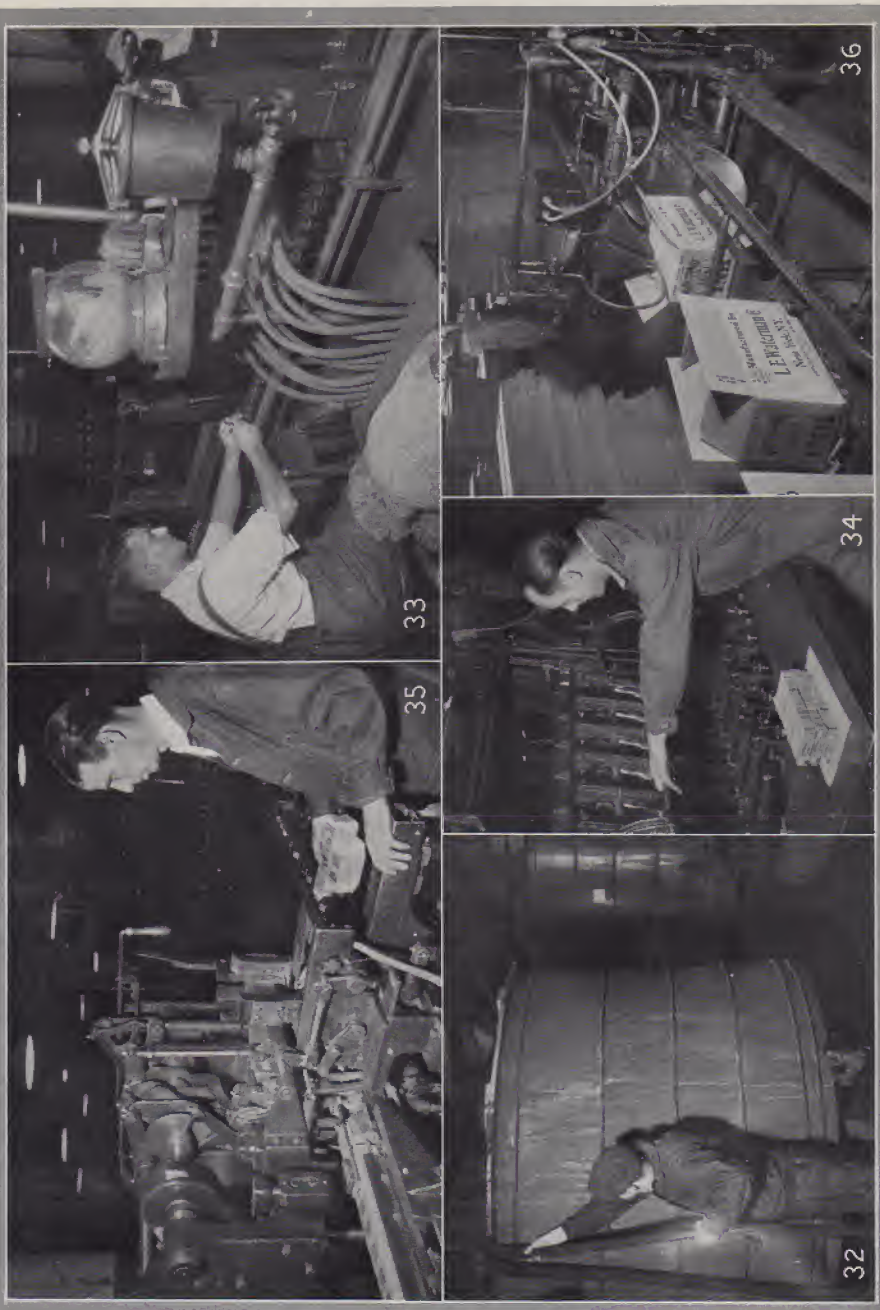
The barrels—with the filling device, ink sac, and grip section in place—are passed to girls seated before little machines. Let us watch one operator. She inserts a gold pen, point first, in a small clamp. Then, taking up a pen barrel, she removes the Spoon Feed, placing it on top of the gold pen, both being held by the clamp in exactly the correct relation to each other that is necessary for the proper control of the ink flow. The open end of the barrel is then forced over the protruding ends of the gold pen and feed which are pushed into the barrel to precisely the correct depth.

But there is still another operation necessary to make the pens function as perfect writing instruments.

The pens—with nib and feed in place—are passed to another row of girls standing before a battery of electric "heater boxes." The operator inserts the end of a pen into a box. The pens remain in these boxes just long enough to slightly soften the hard rubber feed under the gold nib and the hard rubber grip section over the gold nib—resulting in the rubber parts being molded into a perfect, airtight fit over and under the curved nib. Clockwork mechanism automatically ejects each pen after the correct length of time in a box.

In the meantime, other operators have been mounting clips and ornamental bands on caps.

We have observed the making of the famous Waterman's gold pen point. We have seen the crude rubber biscuit treated and skillfully fabricated into the grip section and the Spoon Feed. We have seen the rods of pyroxylin plastic evolve into gleaming, variously colored barrels



32—Tanks for mixing and storage of ink.
33—Automatic filling machine and corking of bottles.
34—Placing labels on ink bottles.
35—Machine for cartoning ink. 36—Sealing of shipping containers.

and caps. We have seen the presses turn flat strips of metal into beautifully designed clips and filling devices. We have seen tubes of metal evolve into ornamental bands. And finally we have seen all these parts meet in a finished Waterman's.

As we have said before, each one of these necessary parts of a Waterman's is inspected and found perfect before it left its own manufacturing department. But all of these perfectly made parts must work perfectly "in tandem" in the finished pen.

So our Waterman's is now passed to the "court of last resort" for final inspection. Here skilled veterans carefully scrutinize each pen for the slightest blemish or defect. Each gold point is carefully checked for its fit and its writing smoothness. The filling mechanism is tested. Caps are screwed on and off to see if they fit properly. When these inspectors have finally okayed a Waterman's, it is truly "a pen of perfection" and fully worthy of the name it bears.

Waterman's Ideal Inks

The L. E. Waterman Company did not always make ink. However, they realized that no matter how perfectly designed and made a Waterman's pen might be, it could do its best work only when it used a perfect writing fluid.

So they determined to manufacture a perfect ink—an ink that would be worthy of their perfect fountain pens.

Let us visit the huge department where Waterman's Ideal Ink is born.

It is an odd fact that the best writing inks originate in the sting of a little insect.

Tannic and gallic acids—the ingredients that impart permanency to good writing fluids—are two extracts from gall nuts—a hard parasitic excrescence that grows on a trunk of a species of oak found in Asia Minor—and this growth is caused by the sting of the gall fly!

Certain proportions of powdered tannic and gallic acids and water are boiled—and then mixed with other boiled solutions of iron sulphates, dye and water. The resultant mixture is then pumped to large tanks where it is kept in a state of continual agitation for a certain period of time. This insures thorough mixing and blending of all the ingredients.

The perfectly blended ink is then pumped to huge tanks—each holding over 1,000 gallons where it is aged for fourteen days before it is considered a perfect Waterman's ink.

The properly aged ink is now ready for bottling. Empty bottles are placed on a belt moving towards an automatic machine that fills ten bottles at a time—each bottle receiving just the necessary amount of ink to fill it. An interesting feature of this machine is its "bubble remover," which draws from each bottle as it is being filled all air bubbles. The

removal of these bubbles not only assures the full, net weight of ink for each container, but also allows the cork to be inserted to the proper depth.

Leaving the filler, corks are placed in each bottle and pushed home at the next apparatus.

The procession of filled and corked bottles moves on to another automatic machine which applies a gummed label to the exactly correct place on the bottle.

A little further on the bottles are turned on their sides before entering the cartoning machine. An arm brings down a flat carton from a stack in back of the machine. It is automatically opened and the top flaps are neatly tucked in place. A circular or blotter is next inserted in the carton by the machine. A bottle is then pushed in and the bottom flaps folded together—a completed carton without a hand having touched it.

Emerging from this machine, nimble fingers place the small cartons into larger corrugated shipping containers after which they continue to a machine that automatically applies the sealing solution and then tightly seals all flaps, top and bottom. The sealed container then resumes its journey on the travelling belt to its allotted place in the storage or shipping room in another part of the building.

It is interesting to know that more than 10,000,000 bottles of Waterman's Ideal Ink—in various sizes and colors—flow out of this department each year into homes and offices all over the world.

Growth of the Waterman's Pen Business

Starting out with the "factory" on a kitchen table in the rear of a little cigar store in 1883, Waterman's Ideal Fountain Pens are now made in three large factories—one in Newark, New Jersey, one in Seymour, Connecticut, and one in Montreal, Canada—each being equipped with every modern device for the efficient manufacture of fountain pens and for guarding the health and safety of the employees—many of whom have been with us for over twenty-five years.

And there are stations for the distribution and servicing of Waterman's Pens in New York, Boston, Chicago, San Francisco, Montreal, London, and in the principal cities throughout the world.

While it is not possible to issue a written and personally signed guarantee with each one of the millions of Waterman's Pens now made and sold each year, every Waterman's is still built for a life of enduring usefulness and—as since 1883—is guaranteed forever against all defects. Behind each Waterman's of today is the treasured prestige of a firm with half a century of experience in the manufacture and in service to fountain pen users throughout the civilized world.

A Perfect Point for Every Handwriting

Early in the development of the fountain pen industry Mr. Waterman realized that his pen could not hope to achieve its fullest measure of usefulness and success unless each purchaser was furnished an efficient nib and one that would suit his or her particular style of handwriting.

Today, as in the beginning, Waterman's are preferred because of their perfectly made, wonderful writing nibs and because of the fact that each man, woman or child can easily procure the pen point that precisely suits his or her handwriting. Because of the strict adherence to this principle, there has been built the present world-wide Waterman's business.

However, the selection of a pen point is no longer an uncertain time-taking process. It has been made a quick and certain procedure through the use of a trial selection tray—a method of point identification and selection that is exclusive to Waterman's dealers and which has been acclaimed on every side.

Naturally, many refinements have been added to the old Waterman's of 1883, until today, the beautiful Patrician presents the ultimate in fountain pen design and writing perfection.

But no matter what Waterman's you buy, you can rest assured that it is honestly and expertly built throughout and of the very finest materials—and that it embodies every mechanical improvement that could possibly better its use as a writing instrument.

No. B-5 Printed in U. S. A.

Waterman's Ideal Fountain Pen

L. E. Waterman Company

maintains factories or service stations at the following addresses:

Head Office

"The Pen Corner," 191 Broadway .... New York

Factories

140 Thomas Street ..... Newark, N. J.
Seymour ..... Connecticut

Service Stations

"The Pen Corner," 191 Broadway ..... New York
Waterman Building, 40 School St. ..... Boston
Waterman Building, 129 So. State St. ... Chicago
Waterman Building, 609 Market St., San Francisco

L. E. Waterman Company, Limited

Waterman Building, 263 St. James St. ... Montreal

Canadian Factory

St. Lambert ..... P. Q., Canada

European and Other Offices

"The Pen Corner," 41 Kingsway .. London, W. C. 2
6 Rue Monsigny ..... Paris
14 Rue de Pont Neuf ..... Brussels
19 Lowenstrasse ..... Zurich
Via Cesare da Sesto 12 ..... Milan
Calle Balmes 75 ..... Barcelona
Zieglergasse 32 ..... Vienna VII
Vitkova ul 10 ..... Prague, X
Kacza 7 ..... Warsaw
105 Clarence Street ..... Sydney, N.S.W.
168 Edward Street ..... Brisbane, Australia
449 Little Collins Street ..... Melbourne, Australia
Wyndham Street ..... Auckland, N. Z.
116 Wakefield Street ..... Wellington, N. Z.
19 Bedford Row ..... Christchurch, N. Z.
Casilla 2358 ..... Buenos Aires

Patrician

Jet No. 7

Above are shown two modern types of Waterman's Fountain Pens—the Patrician—the world's very finest pen for men—and the Jet No. 7 with Waterman's patented "Tip-Fill" ink feed.